



CITY OF DURHAM | NORTH CAROLINA

Date: July 14, 2011

To: Thomas J. Bonfield, City Manager

Through: Wanda S. Page, Deputy City Manager

From: David Boyd, Finance Director
Joseph W. Clark, Financial Operations Manager
Vicki Westbrook, Assistant Director of Water Management

Subject: Bids – Term Contract for Ferric Sulfate Solution 13%

Executive Summary

The contract under consideration will furnish/provide the Water Management Department with its estimated two year requirements for Ferric Sulfate Solution 13%. Ferric Sulfate is used in the water treatment process to remove enhance the coagulation process.

Kemira Water Solutions, Inc. of Lawrence, Kansas was the lowest responsive bidder. The total cost of the contract is \$1,383,192.00. Funding for this contract is available from the operating budgets of the Water Management Department (5100P121.720300/Brown Water Treatment Plant and 5100P122.720300/Williams Water Treatment Plant). There are no good alternatives to making this purchase. All bids received were competitive and within budget.

The Equal Opportunity/Equity Assurance Department reviewed the bid submitted by Kemira Water Solutions, Inc. of Lawrence, Kansas and have determined that they are in compliance with the Ordinance to Promote Equal Opportunities in City Contracting. There were no SDBEs to provide this product.

Recommendation

That the bid for the purchase of Ferric Sulfate Solution 13% in the amount of \$1,383,192.00 from Kemira Water Solutions be approved and the City Manager be authorized to execute all relevant contracts; and,

That the City Manager be authorized to modify the contract before execution provided that modifications do not increase the dollar amount of the contract and are consistent with the general intent of the existing version of the contract.

Background

The contract under consideration will furnish/provide the Water Management Department with its estimated two year requirements for Ferric Sulfate Solution 13%. Ferric Sulfate is used in the water treatment to remove turbidity, phosphorus and dissolved air flotation. This is a fixed price contract.

Issues/Analysis

The following bids were received for furnishing Ferric Sulfate Solution 13%: (7,200 tons)

COMPANY	BID
Kemira Water Solutions, Inc. Lawrence, KS	*\$1,383,192.00 \$192.11/per ton
Pennco, Inc. San Felipe, TX	Non-Responsive

Penco was unwilling to bid on a two years contract, they only offered pricing for 6 months and 12 months.

*Recommended Bid

Alternatives

There are no good alternatives to making this purchase. All bids received were competitive and within budget.

Financial Impact

The total cost of the contract is \$1,383,192.00. Funding for this contract is available from the operating budgets of the Water Management Department (5100P121.720300/Brown Water Treatment Plant and 5100P122.720300/Williams Water Treatment Plant).

SDBE Summary

The Equal Opportunity/Equity Assurance Department reviewed the bid submitted by Kemira Water Solutions, Inc. of Lawrence, Kansas and have determined that they are in compliance with the Ordinance to Promote Equal Opportunities in City Contracting.

SDBE REQUIREMENTS

There were no SDBEs to provide this product.

WORKFORCE STATISTICS

The workforce statistics for Kemira Water Solutions, Inc. are as follows:

Total Workforce	361	100%
Total Females	63	17%
Total Males	298	83%
Black Males	18	5%
White Males	245	68%
Other Males	31	8%
Black Females	10	3%
White Females	44	12%
Other Females	13	4%